



# NMCI SMALL BUSINESS FACT SHEET



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## WHAT IS NMCI?

The Navy Marine Corps Intranet (NMCI) is a contractual agreement between the Department of the Navy (DON) and Electronic Data Systems Corporation (EDS) to deliver comprehensive, end-to-end information services through a common computing and communications environment.

The scope of this effort includes everything necessary to ensure transmission of voice, video, and data information. It includes associated capital infrastructure improvements necessary to meet quality of service requirements, as well as maintenance, training and operation of that infrastructure.

NMCI does not include subcontracting opportunities for software, software development, web development, or on-board ship support.

## EDS SMALL BUSINESS OFFICE

The EDS Small Business Office is responsible for ensuring the small business contract requirements are met. Questions regarding NMCI subcontracting opportunities should be sent to the Small Business Office at [nmcisboffice@eds.com](mailto:nmcisboffice@eds.com), or call (703) 736-4039. EDS attempts to respond to email inquiries daily.

## WEBSITE RESOURCES

EDS NMCI Website: <http://www.nmci-isf.com>

NMCI Navy Program Management Office:  
<https://nmci.spawar.navy.mil>

US Navy PEO-IT: <http://www.peo-it.navy.mil> (click on NMCI)

## CONTRACT OVERVIEW

Contract N00024-00-D-6000 was awarded to Electronic Data Systems Corporation (EDS) on October 6, 2000 in the estimated amount of \$8.8 billion (includes options if exercised). The contract was awarded as an indefinite delivery indefinite quantity (IDIQ), multiyear services contract for a base period of 5 years with an option for an additional period of 3 years.

The NMCI service area includes the continental United States, Alaska, Hawaii, Guantanamo Bay (Cuba), and Puerto Rico. EDS will provide shore based support by converting approximately 400,000 desktops to the NMCI environment during the first 3-4 years of the contract at these service areas. The contract also includes pierside connectivity to Navy vessels in port.

Unlike other government contracts, the NMCI contract incorporates mandatory small business subcontracting requirements (in lieu of goals), which must be met. Accomplishments are reported and evaluated semi-annually and the contractor receives an incentive award if the small business subcontracting requirements are exceeded.

Space and Naval Warfare Systems Command has administrative oversight of the contract. The NMCI Deputy for Small Business, Shelly Pierce, can be contacted at (858) 537-0498, [shelly.pierce@navy.mil](mailto:shelly.pierce@navy.mil), regarding small business issues. Small businesses must contact EDS or their teaming partners directly for subcontracting opportunities.

## CONTRACT SMALL BUSINESS REQUIREMENTS

| REQUIRED CATEGORIES  | REQUIREMENT | ACTUALS AS OF 9/30/02 |
|--|-------------|-----------------------|
| Total Small Business Concerns, 1 <sup>st</sup> , 2 <sup>nd</sup> , and 3 <sup>rd</sup> tiers | 40%         | \$807,153,835         |
| First-tier Level Small Business  | 10% of 40%  | \$602,977,403         |
| Small Disadvantaged Business [Includes 8(a)]   | 5%          | \$233,024,498         |
| Woman-owned Small Business   | 5%          | \$147,069,051         |
| HUBZone Small Business   | 1.5%        | \$13,361,705          |

| ENCOURAGED CATEGORIES                                  |
|--|
| Indian Organizations/Indian Owned Economic Enterprises |
| Javits-Wagner-O'Day Nonprofit Agencies                 |
| Service-Disabled Veteran Owned Small Business          |
| Veteran Owned Small Business                           |
| HBCU/MI  |

**EDS has consistently exceeded all small business requirements since date of contract award.**

## SMALL BUSINESS PARTICIPATION IN NMCI

The principal subcontracting opportunities for small businesses are in support of infrastructure initiatives and are filled by using firms from the following categories:

- **Incumbents** (small businesses that prior to NMCI provided services/products to the Navy or Marine Corps in areas under NMCI)
- **Teaming partners** (firms included in the contract proposal)
- **EDS Protégés** (small business protégés that are participating in formal Mentor-Protégé Programs)
- **Small Businesses in Local Communities** (small businesses that are not incumbents or teaming partners and are located in the area where the work is being performed)

**NEARLY 400 SMALL BUSINESS  
SUBCONTRACTORS HAVE SUPPORTED  
THE NMCI PROGRAM SINCE  
CONTRACT AWARD**

## CURRENT REGISTRATIONS

The EDS NMCI small business database currently has more than 2,900 small businesses that have self registered in one or more of the following small business categories:

| CATEGORY                                      |
|---|
| Small Disadvantaged Business                  |
| Woman Owned Small Business                    |
| Veteran Owned Small Business                  |
| HUBZone                                       |
| Service Disabled Veteran Owned Small Business |
| Indian Organizations/Indian Owned Enterprises |
| HBCU/MI                                       |

The database is used by EDS and their teaming partners to develop prospective bidders lists for competitive subcontracting requirements as the need arises.

## GETTING A SLICE OF THE PIE!



Small businesses can participate in NMCI by direct subcontract with EDS or through their teaming partners.

In either case, interested small businesses must register their company on the EDS website. This will provide EDS and their teaming partners visibility of the small business and their capabilities. Registration can be accomplished as follows:

- Access the EDS NMCI website at <http://www.nmci-isf.com> and click on "small businesses"
- Scroll down to "Registration Process" and complete your registration
- Contact the EDS Small Business office with any registration problems or questions.

**Incumbents are urged to register and provide current contract number(s), specific Navy/Marine Corps activity/location supported, and specific services provided.**

## FUNCTIONAL AREA TEAMING PARTNERS

| RESPONSIBLE AREA              | TEAMING PARTNER  | POINT OF CONTACT EMAIL ADDRESS              |
|-------------------------------|------------------|---|
| Information Assurance         | Raytheon         | Robert Sonier<br>Robert_Sonier@raytheon.com |
| Cable Plant                   | General Dynamics | Jimmy Epps<br>Jimmy.Epps@GD-NS.com          |
| Connectivity                  | MCI              | Daniel Lawn<br>Daniel.Lawn@mci.com          |
| Enterprise Network Management | IBM              | Carolyn Lassiter<br>lassiter@us.ibm.com     |
| Ruggedized Computer Products  | Dolch            | Ron Clark<br>rclark@dolch.com               |
| Network Design                | WAM!NET          | Keagan McKenzie<br>kmckenzie@wamnet.com     |
| Products/Services             | Dell             | Lisa Walker<br>lisa_walker@dell.com         |
| Products/Services             | Cisco            | Brook Dobyns<br>bdobyns@cisco.com           |
| Voice Services                | Dataline         | Dan Facemire<br>Dan.facemire@data-line.com  |

**Interested small businesses are encouraged to contact functional area teaming partners directly.**